

Message Text

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FOR: BIC/OED

E.O. 11652: N/A

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SUBJECT: COMMERCIAL INVITATION: US VISIT OF MESSRS. LENNART F.
ERIKSSON AND INGE STRINNVIK OF ALLHABO AB

1. COMMERCIAL INVITATIONS HAVE BEEN ISSUED TO MESSRS. LENNART F. ERIKSSON AND INGE STRINNVIK OF ALLHABO AB, BOX 49044, S-100 28 STOCKHOLM, SWEDEN.
2. ALLHABO IS A LARGE WELL-ESTABLISHED IMPORTER/AGENT/DISTRIBUTOR WITH SIX SALES DIVISIONS AND 50 EMPLOYEES (23 SALESMEN). MR. ERIKSSON HEADS A SECTION WHICH SPECIALIZES IN TIES AND ACCESSORIES FOR HARNESSING CABLES, PC-CONNECTORS, CABLE JOINT KITS AND POLYURETHANE RESINS. MR. STRINNVIK IS THE MANAGER OF THE ELECTRONIC COMPONENTS AND INSTRUMENTS DIVISION. THE COMPANY HAS A SHARE CAPITAL OF SKR. 300 THOUSAND AND AN APPROXIMATE ANNUAL TURNOVER OF SKR. 24 MILLION. HIGHLY RECOMMENDED TRADE CONTACT.
3. MR. ERIKSSON WILL VISIT THE DISTRICT OFFICES IN NEW YORK CITY, (SEPT 9 AND 10) AND LOS ANGELES, CA, (SEPT 17 AND 20). HE IS INTERESTED IN FINDING US SUPPLIERS OF MARKING SYSTEMS AND TOOLS FOR THE MARKING OF CABLES AND WIRES; CABLE JOINING KITS FOR LOW VOLTAGE CABLES MAX 1 KV (EARTH CABLE FOR DISTRIBUTION, TELECOMMUNICATION CABLE, AND SIGNAL CABLE) AND FOR HIGH VOLTAGE CABLES; LOW-PRICE BUZZERS, MINITURE BUZZERS; FIBRE OPTICS IN TWO VERSIONS (FOR LIGHT TRANSMISSION AND FOR UNCLASSIFIED

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USE IN TELECOMMUNICATIONS EQUIPMENT); NUMBERED CABLES; SELF-

ADHESIVE CABLE AND WIRES, WIRE-WRAP CABLE; TOOLS FOR THE BUILDING INDUSTRY SUCH AS TOOLS FOR THE LASHING OF REINFORCING IRON BARS FOR CONCRETE CONSTRUCTION AND TOOLS FOR THE CUTTING OF IRON REINFORCING BARS FOR CONCRETE CONSTRUCTION. TOPS CONCERNING THESE PRODUCTS WERE FORWARDED IN JUNE. ERIKSSON HAS, HOWEVER, NOT YET FOUND THE RIGHT PRODUCTS. ERIKSSON'S MAILING ADDRESSES ARE: ROOSEVELT HOTEL, NEW YORK CITY (SEPT 6-10) AND BEVERLY HILTON HOTEL, LOS ANGELES, CALIFORNIA (SEPT 13-20).

4. MR. STRINNVIK WILL VISIT THE DISTRICT OFFICE IN CHICAGO, IL ON SEPT 9 AND 10. HE IS ESPECIALLY SEEKING US SUPPLIERS OF PIEZO-ELECTRIC CERAMIC; RECHARGABLE BATTERIES (LEAD-ACID-GEL TYPE) FOR PRIMARY AS WELL AS SECONDARY APPLICATIONS; TRIMMING POTENTIOMETERS WITH CERMET TRACKS; DIALS FOR MULTITURN POTENTIOMETERS, DIGITAL AND ANALOGUE TYPES; AND CHIP COMPONENTS SUCH AS RESISTORS, CAPACITORS, AND TRANSISTORS COMPATIBLE TO MOS AND HYBRID CIRCUITS. STRINNVIK WILL BE REACHED AT THE FOLLOWING HOTELS: ROOSEVELT HOTEL, NEW YORK, NY (SEPT 5-6); PALMER HOUSE, CHICAGO, IL (SEPT 8-9); BEVERLY HILTON, LOS ANGELES, CA (SEPT 13-15), COSTA MESA INN, COSTA MESA, LOS ANGELES, CA (SEPT 15-21), AND HILTON, 4080 BALT OCEAN DRIVE, FT LAUDERDALE, FL (SEPT 22-25).

5. BOTH ERIKSSON AND STRINNVIK ARE PLANNING TO VISIT THE WESCON EXHIBITION IN LOS ANGELES SEPTEMBER 14 AND 15. THEY WOULD ALSO LIKE TO OBTAIN DISTRIBUTORS' CATALOGUES TO FIND NEW INTERESTING ITEMS.
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